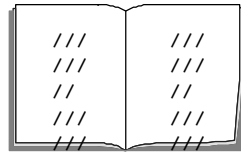
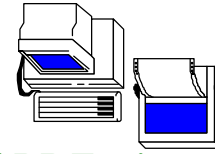




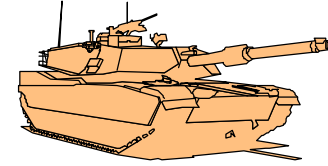
**Blueprint for
Change**



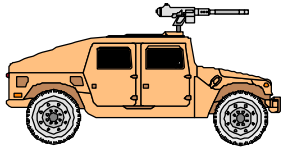
**LAV Tech Manual
Conversion**



**ADP Equip
Support**

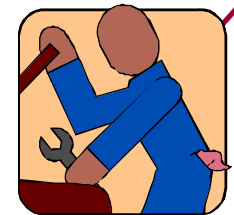


**Abrams Fielding
Support**



**HMMWV
Veh Control
Unit**

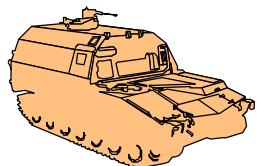
At TACOM Small Business Means Big Business



Job Order Contract



**Container Roll-
out
Platforms**



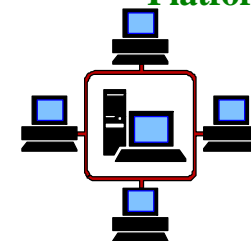
**M88 New Equip
Training**



**PLS Sideboard
Kit**



**Program Mgmt
Support**



**Wide Area Network
Support**

Innovations in Small Business Contracting

- Require partnerships between large and small businesses where needed to insure SB participation (1500 ROWPU)
- Encourage partnerships between SBs where it will increase capability to compete (Focused Sustainment)
- Use of BAA to provide specialized support to TARDEC (Composite Armored Veh)
- Formation of SB Advocates IPT
-

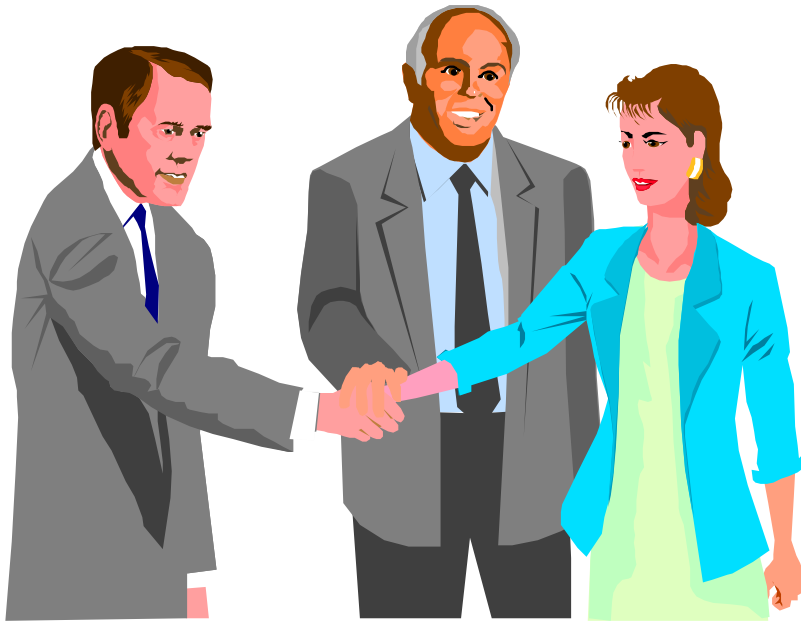
Memorandum of Understanding Changes the 8(a) Contracting Program

- ⌘ Simplified Acquisition Procedures - offer/acceptance letter **not needed**
- ⌘ Above SAP
 - ⌘ Offer/acceptance required
 - ⌘ Authority to negotiate **and sign contract** at TACOM - no SBA review or signature
 - ⌘ Competitive 8(a)s
 - ⌘ Determine competitive range, request confirm of eligibility on up to 3 contractors
 - ⌘ Complete negotiations, **sign contract** at TACOM

Changes to 13 CFR 121 affect Small Business Partnering

- /// **High dollar requirements**
 - /// **Services** - value must be at least 50% of the SIC size standard
 - /// **Hardware** - over \$10 Million
- /// **Size of each firm considered individually, not totalled - if each participant is small, the partnership/team is small**
- ///
- /// **As many firms as needed to compete**

Small Business Participation through Subcontracting



- Utilization efforts required under \$500K
- Subcontracting Plans required over \$500K
- Evaluation factor on Best Value buys
-
-

Requirement for Subcontracting Plans

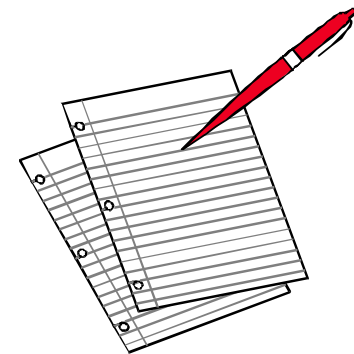
- FAR 52.219-9 applies to large businesses on F&OC contracts over \$500K
- Subcontracting Plan must be in writing, reviewed by ACO annually or at conclusion of contract
- Failure to make good faith effort to execute the Plan will invoke FAR 52.219-16, “Liquidated Damages - Subcontracting Plan”

-



Review of Subcontracting Plans Prior to Award

- AFARS 19.705-4 requires rating of Plans
- Criteria set forth in AFARS Appendix CC
- Seventy points required for a plan to rate “acceptable”
- Contracting Officer needs higher level approval to award with an unacceptable Subcontracting Plan



AFARS Appendix CC

Subcontracting Plan Evaluation Guide

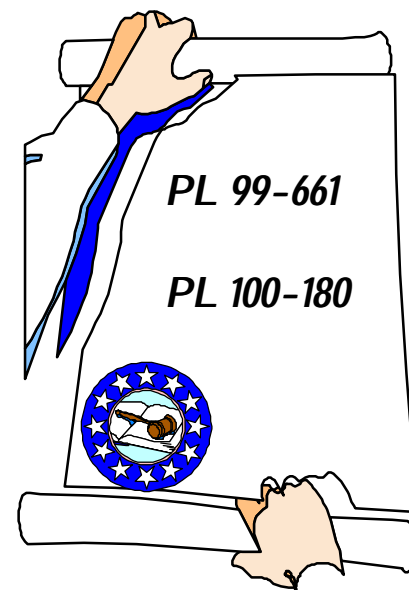
Eight elements of Scoring System

- Policy Statement
- Efforts to Broaden SB/SDB active vendor base
- Outreach
- Description of supplies/services to be subcontracted
- Efforts to insure equitable opportunity for SBs, HBCU/MIs
- Development of percentage goals
- Past Performance
- Other regulatory, statutory requirements

•

Policy Statement

- Minimum - General statement defining offeror's policy governing Small Business subcontracting
- Additional - Plan emphasizes efforts to subcontract with SDBs and HBCU/MIIs
- Maximum - Definitive management commitment to Public Laws 99-661 and 100-180, and use of SB/SDB/WOSB sources



Broaden the active vendor base of Small Businesses

- Minimum - Increase non-complex work contracted to SB/SDBs
- Additional - Use of competition limited to SDBs for some items
- Points deducted - No effort to identify, involve HBCU/MIs
-

Outreach

- Minimum - Work with SB organizations to identify potential sources for items not previously awarded to SB/SDB/WOSBs
- Additional - Conduct reviews to qualify more sources, provide technical assistance
- Points deducted - if no description of extent of consideration given to HBCU/MIs

Subcontracted Supplies/Services

- Minimum - Generic list of routine items
- Additional - Stated intent to review major components, project elements to increase subcontracting with SBs/SDBs/WOSBs
- Maximum - Specific sources targeted for major portions of subcontracting; flowdown to large business subs

Efforts to assure equitable opportunity

- Minimum - plan copies language of clause
- Additional - describes evaluation of subcontracting program effectiveness against established goals
- Maximum - includes SB sources by name, designating major components/services; establishment of long-term relationships

Develop Percentage Goal

- Minimum - Small business goal of $<10\%$, SDB goal of $< 2\%$, no substantive reason
- Additional
 - SB $< 10\%$, SDB $< 2\%$, but real effort to involve SBs in nontraditional areas
 - SB $>10\%$, SDB $>2\%$ but real effort to involve SBs in nontraditional areas *AND naming of specific subs and products/services they will furnish*

Develop Percentage Goal, (Cont.)

- SB >10%, SDB >2% real effort to involve SBs in nontraditional areas AND naming of specific subs *AND goal represents increase over past experience of this contractor*
- Maximum - SB >10%, SDB >2% real effort to involve SBs in nontraditional areas AND naming of specific subs AND goal represents increase over past experience of this contractor *AND plan indicates intent to expand use of SDBs/ HBCU/MIs if SBs performing well*

•

Past Performance in Subcontracting

- Minimum - Goals established on most past contracts are below 10% / 2%, not always met
- Additional - Goals established on past contracts are realistic, usually met
- Maximum - Goals established on past contracts are challenging, met except in unusual circumstances

Checklist Items

Must be included to accept Plan

- Separate goals for SB/SDB
- Separate goal for basic, each option
- Name of Small Business Liaison Officer
- Statement affirming flowdown
- Statement that report data will be furnished
- Statement that indirect costs are/aren't included
- Describe efforts to ensure equitable opportunity
- Describe types of records maintained

Websites for SB Sources

- Small Business Administration - *PRO-Net*
 - SBs/SDBs/WOSBs register and update
 - Search engine has geographic, capability screens
 - **pro-net.sba.gov**
- HBCU/MIs - *Minority On-Line Information Service (MOLIS)*
 - Links to web pages of individual schools
 - Searchable by institution name, academic discipline, faculty member
 - **web.fie.com/web/mol**

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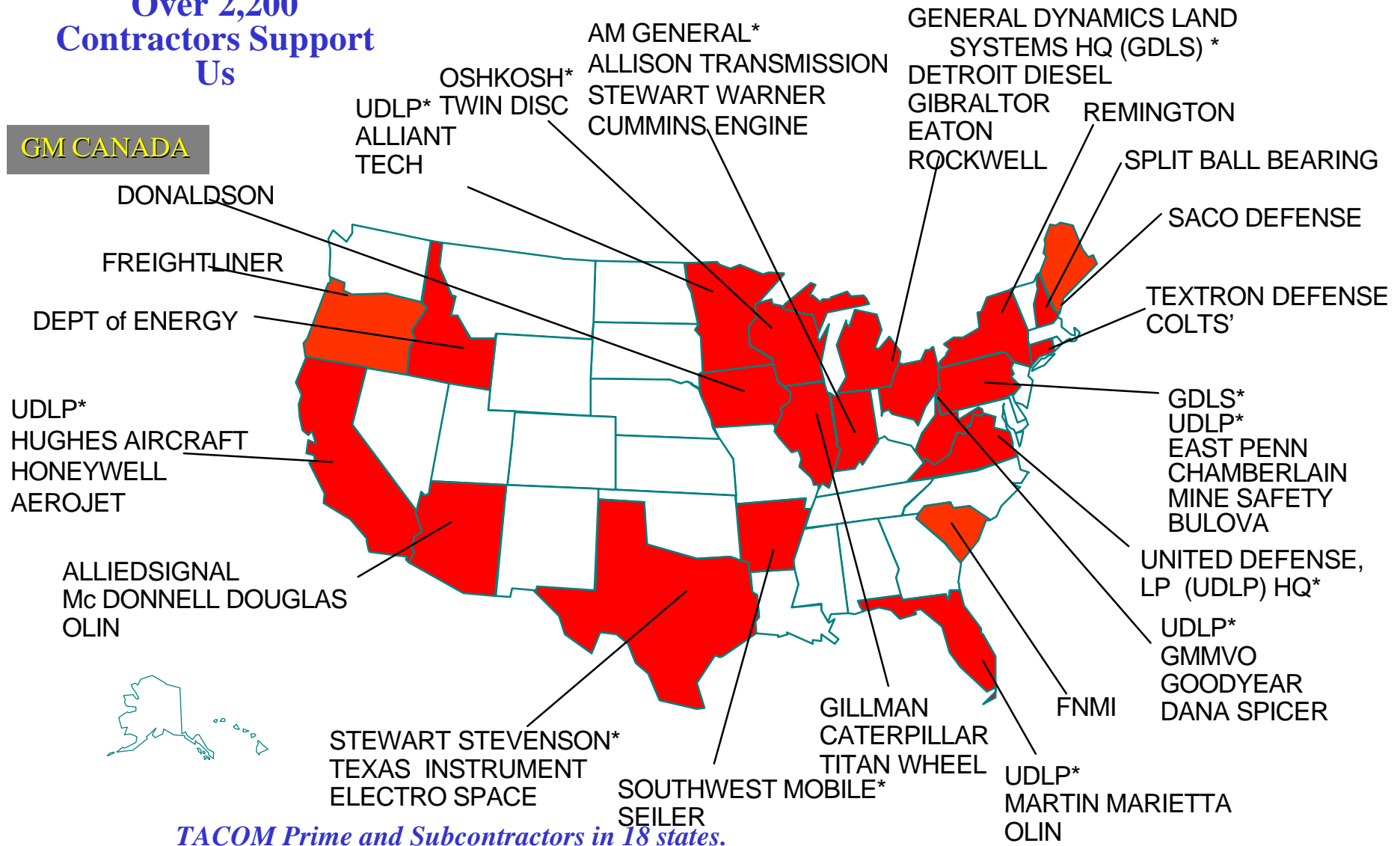
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Websites for SB Sources

- The Training Resource
 - Nationwide database of SBs offering all kinds of training - onsite, video, CBT
 - Searchable by subject matter, geographic area
 - **www.tregistry.com**
- Consulting Women
 - Nationwide database of WOBs in management, engineering, ADP consulting
 - Searchable by field, geographic area
 - **www.consultingwomen.com**

Weapon System Prime and Major Subcontractors

Over 2,200
Contractors Support
Us



TACOM Prime and Subcontractors in 18 states.

* Prime Contractors
As of Nov 97

Committed to Excellence

TACOM Prime Contractors

COMPANY

AlliedSignal Engines

AM General Corp.

Armored Vehicle Technologies

AVCO Corporation

Cadillac Gage, Textron

Caterpillar Inc.

Compaction America, Inc.

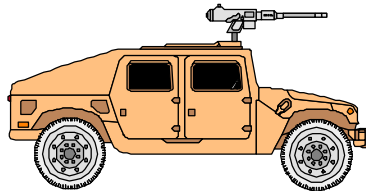
Cooper Tire & Rubber Co.

Cummins Engine Co., Inc.

DELCO Electronics

Exide Corp.

Florida Ordnance



PRODUCT LINE

Truck Braking Systems

High Mobility Multipurpose Wheeled Vehicle (HMMWV)

Tank-Auto Exploratory Development

Disk Assemblies

Light Armored Vehicles

High Speed Earth Compactor

Vibratory Roller

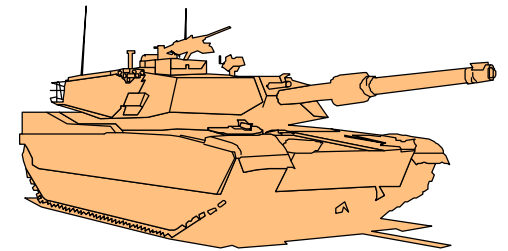
Tires

5-Ton Truck Engine, V903 Dielsel Engine

Light Armored Vehicle, Day/Night Sights

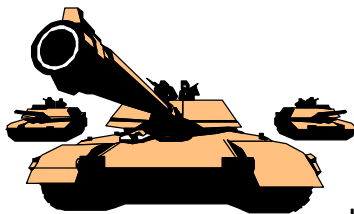
Storage Batteries

Track Shoe Assemblies



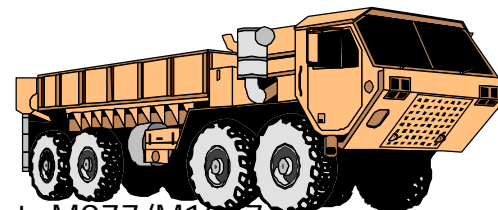
TACOM Prime Vendors

COMPANY



PRODUCT LINE

| | |
|------------------------------------|---|
| Freightliner | Heavy Equipment Transporter M915 Production |
| General Dynamics Land Systems | M1 Abrams Tank Production |
| General Electric Corp. | Electrical Test Equipment |
| General Motors Corp. | X200-4A Transmissions, Utility Trucks |
| Goodyear Tire & Rubber Co. | Track Shoes |
| Lockheed Martin Defense Corp. | Modification Kits |
| Navistar International Corp. | Dump Trucks |
| Oshkosh Truck Corp. | Heavy Equipment Mobility Transport, M977/M1077 |
| Raytheon Corp. | Base Operations Support |
| Stewart & Stevenson Services, Inc. | Family of Medium Tactical Vehicles, Production |
| Teledyne Continental Motors | Common Chassis Dump Truck |
| United Defense Limited Partnership | Multiple Launch Rocket System & Improved Recovery Veh |



SMALL BUSINESS
UTILIZATION

BEST VALUE
TRADEOFF PROCESS
ACQUISITIONS

DFARS 215.605

Evaluation Factors and Subfactors

(b)(2)(A) “In acquisitions which require use of the clause at FAR 52.219-9, Small, Small Disadvantaged and Women-owned Small Business Subcontracting Plan, the extent of participation of small and small disadvantaged businesses in performance of the contract shall be addressed in source selection.”

PAST PERFORMANCE

- PAST PERFORMANCE
- SMALL BUSINESS UTILIZATION
- RELATIVE ORDER OF IMPORTANCE
WILL BE DECIDED BY SSA

SMALL BUSINESS OFFERORS NEED TO PROVIDE

- SUBCONTRACTING PLANS/POLICIES
 - SMALL BUSINESS (SB)
 - SMALL DISADVANTAGED BUSINESS (SDB)
 - WOMEN OWNED SMALL BUSINESS (WOSB)
 - HISTORICALLY BLACK COLLEGES AND UNIVERSITIES/
MINORITY INSTITUTIONS (HBCU/MI)
- NAMES OF SBs, SDBs, WOSBs, OR HBCU/MIs TO PARTICIPATE IN
INSTANT CONTRACT, EXTENT OF COMMITMENT,
IDENTIFICATION OF SPECIFIC COMPONENTS/EFFORT AND EST \$
VALUE
- DESCRIPTION OF PAST PERFORMANCE OVER LAST THREE
YEARS COMPLYING WITH FAR 52.219.8

LARGE BUSINESS OFFERORS TO PROVIDE

- SB, SDB AND WOSB SUBCONTRACTING PLAN IAW FAR 52.219-8 AND 52.219-9. THIS WILL INCLUDE INFO REQUESTED BY 1st TWO BULLETS FOR SMALL BUSINESS
- DESCRIPTION OF PAST PERFORMANCE OVER LAST 3 YEARS COMPLYING WITH FAR 52.219-8 AND 52.219-9. INCLUDE DOCUMENTATION OF ACHIEVEMENT OF GOALS.
- IF NO PREVIOUS CONTRACT, SO STATE AND PROVIDE DATA REQUESTED BY 3rd BULLET FOR SMALL BUSINESS

BASIS OF AWARD

- LIKELIHOOD OF MEETING THE REQUIREMENTS OF FAR 52.219-8 OR 52.219-9 (AS APPROPRIATE)
- BASED ON COMMITMENT UNDER CURRENT ACQUISITION AND REALISM OF COMMITMENT BASED ON PAST PERFORMANCE
- NEGATIVE FINDING MAY RESULT IN HIGH RISK RATING
- WE MAY ELECT TO CONSIDER DATA FROM OTHER SOURCES

PERTINENT SOLICITATION INFO

- STANDARD SOLICITATION FORMAT
 - SECTION L -- INSTRUCTIONS, CONDITIONS AND NOTICE TO OFFERORS
 - SECTION M -- EVALUATION FACTORS FOR AWARD
- FAR PART 12 -- COMMERCIAL
 - SECTION K -- INSTRUCTIONS, CONDITIONS AND EVALUATION AREAS
 - ADDENDUM TO SCHEDULE, CONTRACT TERMS AND SOLICITATION PROVISIONS